

Personality Profile



Charles Talanian, President of C. Talanian Realty Co., 176 Newbury St., Boston, had no more than an eighth-grade education when he went to work as a salesman for Boston's Beaconfield Realty Company, owned by John Shadrawy. A few months later Mr. Talanian became an associate-partner with the Thomas Diab Company, which developed projects and land along the eastern seaboard. Thomas Diab and Charles Talanian became known for their pioneering work in the conversion of Boston's townhouses into apartment buildings. After eleven years with Diab, Mr. Talanian started his own company, whose total assets were, himself and one telephone. Now, five years later, he is selling \$7-\$10 million worth of properties, annually, has eight steady employees, two divisions, rentals and sales, and handles international inquiries. He has developed industrial land on Rte. 128, motels on the Cape(Cod) and various shopping centers.

Being a Back Bay investment expert, Mr. Talanian feels that: "Under the proper management, Back Bay's investment potential is greater than any other area in Boston. Though the in-town tax structure places a heavy burden on the investor, the municipal government is currently seeking new sources for taxes. Boston is attractive because of the new construction boom, and it is the only city in the country where residents live so close to the capitol. These factors will mean more national conventions, an increase in population and spending, and more tourists visiting our historic landmarks."

Currently Mr. Talanian is a member of the Boston Rental Housing Association, a subsidiary of the Greater Boston Real Estate Board.